

What is Quixtar?

1. The business offers a universal opportunity, available to people from all walks of life.
2. Success is based on repeat business and long-term relationships. There's no room for shortcuts or fly-by-night operators. Your word is your worth, and your worth is your word.
3. The opportunity offers impressive growth potential with a modest initial startup cost and without territorial restrictions. Intangible benefits include supportive relationships and the fact that it's well-suited to participation by the whole family.
4. The business offers products and services that people always need and use, and thus is not at the mercy of economic fluctuations. This was very significant to the original Board members who had personal memories of the Great Depression.
5. The business is the perfect embodiment of the free enterprise concept.

We have been a Quixtar Independent Business Owner for 4 years, the operative word is Independent. This means we are not employed by Quixtar but we have a contract for them to furnish us with products and services for us to market. We can buy the products for ourselves and refer others to their web site and if those people decide to purchase something we get paid a commission (as in a bonus for the combined volume created) for the products and services sold. The commission structure that Quixtar uses is probably the best that has ever been developed in that you get paid for YOUR efforts in helping others that decide to work with you in the marketing of their products and services. You only make money by moving product and services to the consumer, not by signing people up. If product and services are not sold to a customer you do not make money!!!!!! We were never told it was a get rich scheme or anything close to that. We were told if you work hard and actually sell products and services you can develop a very nice income. The fact that Quixtar's Products are some of the best in the world and they are Partnered with some of the largest corporations in the US (Circuit City, Barnes and Noble, Office Depot, Blue Nile, Hickory Farms, Whirlpool Corp just to name a few) should tell a government Organization such as the FTC that Quixtar is a very legitimate Business. If the FTC were to actually read Quixtar's Rules of Conduct they would also see that they are concerned about how people actually operate their Independent Businesses.

Also the FTC should check out how our IBOAI Board works to help every IBO that wants to operate a Quixtar Business.

The Independent Business Owners Association International (IBOA International) is a collective voice formed to advise Quixtar Inc. from the IBO's perspective. By working closely with the IBOA International, Quixtar Inc. remains informed of "what's best for the IBO" as it relates to every area of the company's operations. This partnership is a primary reason why today the opportunities are more promising than ever.

Owners (IBOs) is best for everyone, since IBO success ensures the long-term growth of I-commerce.

I realize the FTC is trying to "Protect People from themselves" and I also realize there are many fraudulent business opportunities out there, but I think you should use the Quixtar Model to build your rules around. All of your present Rule Proposals would be solved if you would actually study how Quixtar and the IBOAI BOARD work together to help the INDEPENDENT BUSINESS OWNER operate his or her business!!

The bottom line is the Quixtar Business Model is truly the Perfect Business. You succeed in your business only when you help others succeed.

This was recently confirmed again when my wife and I along with over 500 other IBO's witnessed a man of 43 retire from his job because he has developed an

residual income in the Quixtar Business large enough so that he does not have to work for someone else again. He did this by helping hundreds of other people succeed. I wish someone from the FTC could have heard the people he has helped explain how he has influenced their lives forever.

In closing I think what sums up the Quixtar Business Model is the fact that if Bill Gates wanted to start a Quixtar Business he would have to start just like I and everyone else does, by paying a small refundable registration fee and start moving products and services through his business to a consumer.

Sincerely

Jack & Karen Trahan IBO